



IMPLEMENTATION GUIDE

A detailed guide on our objectives, mission, partner journey and process

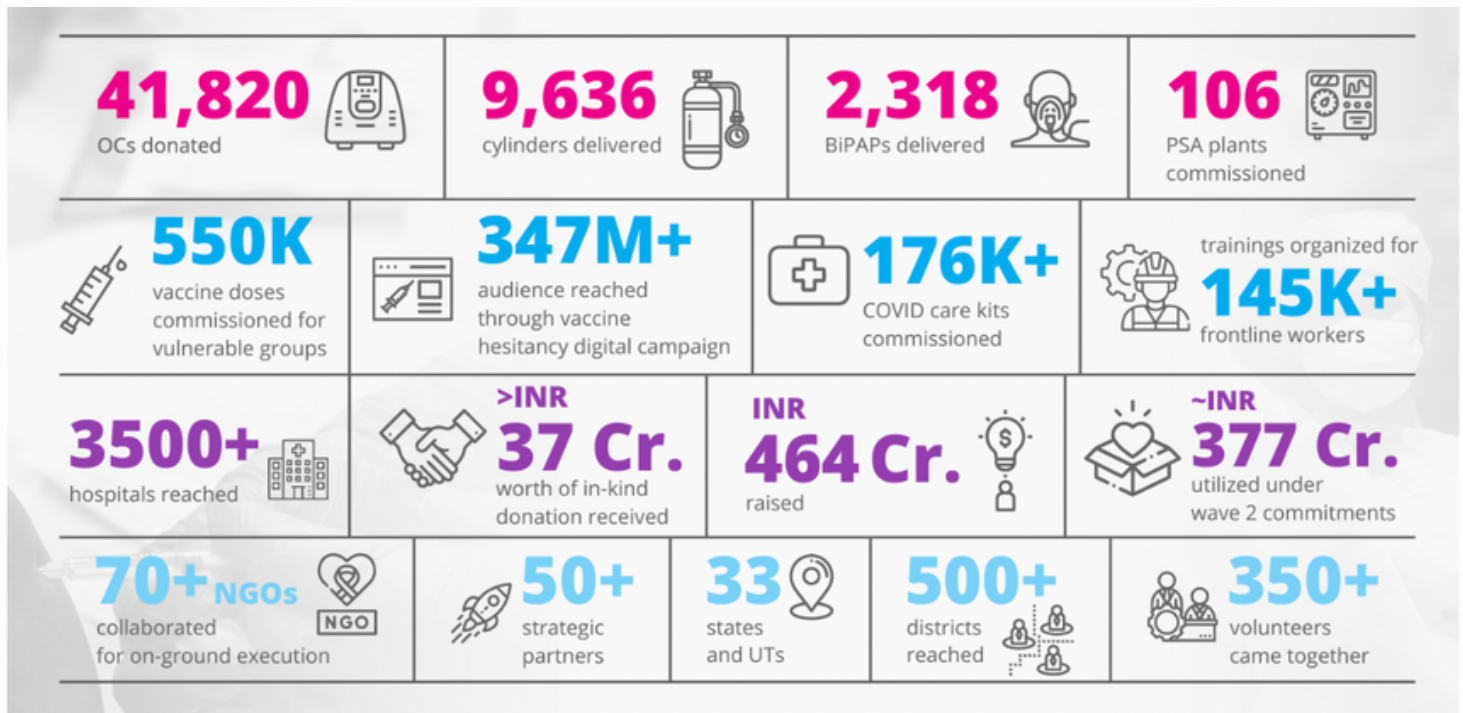
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Our Story

ACT Capital Foundation For Social Impact is a **non-profit venture philanthropy platform** that was born in 2020 in response to the COVID crisis and is built upon the premise that an entrepreneurial mindset, technology & innovation, and collective action have the power to create meaningful social impact at scale.



ACT deployed *INR 600 crore* to great impact during COVID first and second wave

We are driven by a bias for action to **catalyse social change through collaboration** across the board - startup founders, donors, NGO's, expert advisors, government stakeholders as well as the public at large.

Our grants are given as seed capital to incubate and accelerate innovations that have demonstrated the ability to address some of India's most complex social needs. In addition to providing funding, we work with our grantees on their strategy as well as operations and help them harness the strength of our collective - through best-in-class industry mentorship that can enable them to build sustainable organisations.

Essentially we treat each grant as an investment in India's future and thus, focus on ensuring that it yields a return by meaningfully shifting life outcomes.

Our Investment Thesis

ACT will support **digital / medtech / deep-tech innovations** and focus on deployment-ready solutions that can address identified need gaps. Our vertical areas of focus are as below:



Mental Health



Cancer



Primary Care



Diabetes



Tuberculosis

Our portfolio organisations

coronasafe

intelehealth

iwill™
POWERED BY EPSYCLINIC™

saathealth

wysa

Basic
HealthCare
Services

navya

Niramai

Periwinkle
Technologies

swasth

medprime

iKure
FOR A BETTER LIFE

Needs Assessment & Implementation

As a way forward, ACT will lead a **2-staged process** (from Research to Implementation) to drive healthcare outcomes.

A research study to identify and understand the broad categories of challenges faced by healthcare providers, from screening and diagnosis to treatment and recovery, and assess where technology-based innovation can potentially play a role in improving healthcare delivery systems.

The study was conducted with **45 doctors and physicians** from 23 hospitals across 12 states – 50% of whom were privately managed, 30% were charitable and 20% were government-run.

The set of hospitals we partnered with for this study were predominantly tertiary care hospitals and the doctors were uniformly distributed across the ACT's focus areas - diabetes, cancer, tuberculosis, and mental health. ([Link](#))



NEEDS ASSESSMENT

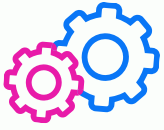
- Understanding the need for innovations
- Challenges faced during care delivery
- Gaps that can be addressed by innovations
- Support required to enable innovations in low-resource setting

Research - to - Implementation



IMPLEMENTERS NETWORK

- Design pilots along with innovators
- Integrating innovations with care delivery
- Conduct impact evaluation study
- Identify support structures to drive adoption.



AN OVERVIEW

IMPLEMENTERS NETWORK

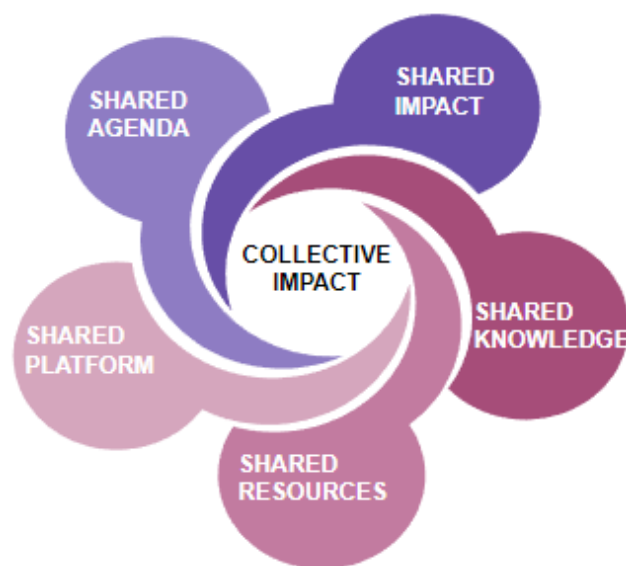
A brief introduction about the mission, core values, the collaboration model, and the key objectives of the Implementers Network.

Mission

We believe that healthcare innovations can accelerate the transformation of India's primary healthcare system at scale, making it equitable for all.

We are facilitating the creation of a **strong network of technology partners** (ACT Health Grantees), and **health institutions** like NGOs, social enterprises, working across diverse geographies who will together strengthen the healthcare ecosystem by implementing innovations in their respective healthcare settings. The key objective of this collaboration is to **matchmake the needs** for technology from our implementation partners with the technology solutions ACT is supporting and piloting it in diverse contexts to understand its overall impact.

Our core values



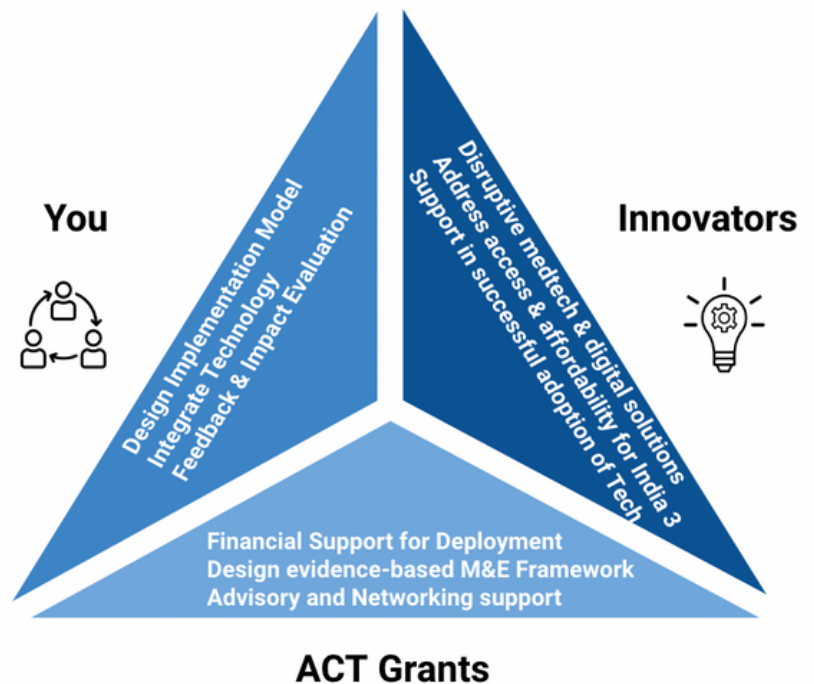
- Shared **Agenda** - Collectively define the problems and a shared vision
- Shared **Platform** - Building trusted relationships
- Shared **Resources** - Catalytic funding & networking
- Shared **Knowledge** - Piloting technology across diverse contexts
- Shared **Impact** - Measuring progress collectively

3 Key Objectives & Model Of Collaboration

1

FOSTERING INNOVATIONS

ACT Grants will support in deploying technological innovations through our Implementation partners at various healthcare centres.



2

SENSE OF URGENCY

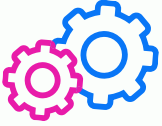
We aim to drive accelerated impact by working together as ONE. Collaboration and co-creation are the core values driving our work.

"Taking high quality private innovations to public health system."

3

BUILD IMPACT EVIDENCE

Demonstrate evidence-based deployment models and develop a playbook for scalars like governments and large-scale foundations to adopt and further scale contextualized to the diverse settings.



IMPLEMENTATION JOURNEY

A DETAILED GUIDE FOR PARTNERS

The entire journey of partners in this collaborative have been divided into **6 phases**, and a detailed explanation to guide through each phase is provided in the subsequent pages of this handbook.

Frequently Asked Questions (FAQs)

What is this Collaborative about?

Through our Collaborative of Technology and Implementing partners, we hope to take powerful private innovations to the public healthcare system.

Who can be a part of this collaborative?

We are looking out for partners who are NGOs, PHCs, social enterprises, etc who are working on delivering quality primary and secondary healthcare services to communities across the country.

What kind of support does ACT provide to the partners?

ACT will support the deployment of health tech innovations in your work environment. Apart from this, ACT will act as a facilitation partner in pilot design planning, coordination, and impact monitoring & evaluation.

Does ACT provide programmatic funding to implementing partners?

No, ACT does not provide programmatic funding support currently. We will fund the procurement costs of the device; the running costs have to be borne by the implementing partner on the ground.

How does ACT define innovations? What kind of innovations do you support?

ACT supports innovations in our key disease focus areas - cancer, tuberculosis, diabetes, and mental health. We provide grants to support medical equipment and digital platforms.

Does ACT support deploying any innovations that are identified by the partners?

No, currently ACT will only support the deployment of our portfolio grantees. These grantee solutions have been rigorously evaluated and supported after rounds of feedback and opinions from industry experts on their use-cases

Do we need to pay to be a part of the collective?

No, the partners need not pay to be a part of this collaborative

What is a technology showcase?

In a technology showcase, we will showcase high-impact technology solutions with our network of partners, which are grantees of ACT for Health's portfolio. This showcase will broadly cover the problem statement, resource requirement, operational aspects of the technology, and possible impact such innovation can have in your work.

What is a pilot?

After the technology showcase, we will invite interested partners to have further discussions on the possible adoption of the innovation in their work. Through this process, we will co-design pilots to deploy the device, which will include timelines, resource mapping, training resources, and impact frameworks.

What is the role of implementing partners? What are the benefits they can expect from being a part of this network?

From the pilots, the implementers will create specific use cases for deploying innovations in low-resource settings. ACT will use these cases as a playbook for scaling these innovations in similar resource settings. The implementing partners will get support to implement high-quality technology innovations in their health setting.

What are the time, resource and process expectations from partners?

The partners will be invited to join calls where we showcase our technology solutions. Based on the fit and purpose, pilots will be co-designed. We expect partners' active involvement through the various stages.

Is there a compulsion to take up innovations introduced by ACT?

No, we are merely a platform to bring innovations to your use. The decision to deploy innovations will be decided mutually between the technology and implementing partner based on the fit and purpose.

Who will have ownership of the device/product?

Once the deployment is made in the partner's environment, the ownership of the device will vest with the respective partner. However, this will be decided on a case-case basis, depending on the nature of the agreement between implementing and the technology partner.

Who will have ownership of the IP of the technology?

Ownership of the IP of the technology will remain with the technology partner.

What will make our engagement official?

Once we understand more about your work and the fit to be a part of this network, we will extend a non-financial MoU to make the association official.

When we decide of piloting innovation in your care environment, we will sign an MoU pertinent to the pilot.

Who are the parties involved in MoUs?

The MoUs will be signed three ways. ACT Grants, United Way Bengaluru (UWB), and the Implementing partner. *<UWB is the fund management organization for ACT>*

Your Journey As A Partner

1 NEEDS ASSESSMENT

Organization / program leaders of partner organization to share their program priorities and technology needs during the needs assessment interview meetings conducted by ACT team.

2 SOLUTION ALIGNMENT

Partners will attend the technology showcases conducted by ACT team and will be asked to share their initial alignment with the solutions(s) with their respective healthcare settings.

3 PILOT PLANNING & DESIGN

A series of planning conversations will be conducted between the Partner, ACT & Technology team to understand the need for the solution in-depth and co-design the pilot for further contracting.

4 PILOT EXECUTION

Post-contract signing, the solution will be deployed/installed at the pilot location, and the partner will drive the integration of the solution with the program, and provide continuous feedback.

5 IMPACT EVALUATION

Partner will provide regular feedback as per the impact evaluation framework co-designed during the pilot planning. This data will be collected at an agreed frequency throughout the implementation.

6 PILOT SHOWCASE

The pilot showcase marks the completion of the pilot. Partner will showcase the results & impact stories captured during the pilot and future plans to sustain and scale the solution.

PHASE 1: NEEDS ASSESSMENT

OBJECTIVE: Organization / program leaders of partner organization to share their program priorities and technology needs during the needs assessment interview meetings conducted by ACT team.

YOUR INPUTS REQUIRED

- Presence during the online meeting - 60 - 70 mins
- Invitees - Org Leader and Program Management
- Share your experiences around implementation and need of MedTech / Digital Platforms in your healthcare setting(s).

SUPPORTING INFORMATION

- List of MedTech / Digital Platforms currently supported by ACT Grants - [Click Here](#)
- Background of the needs assessment and results of the study - [Click Here](#)

PROCESS DESCRIPTION

Through this study, ACT aims to broadly identify and categorize the challenges faced by healthcare facilities and providers in care delivery, and then identify the gaps where technology-based innovations can help. We would like to seek insights from your team members on these broad topics during this interview -

1. Which healthcare programs have been implemented with technology as a focus area?
2. Types of technological innovations that could best align with your program's priorities.
3. What are some implementation-related challenges you have faced earlier?
4. What support would be required for the adoption of these curated solutions?
5. Your willingness to implement and pilot such technologies at your respective healthcare settings.

KEY OUTCOMES

Through this study, you are helping us understand the ground realities in your context, and the pressing needs for technology to solve some of the challenges faced, which is very useful for our partners and innovators. Also, ACT Grants as a collaborator wish to understand your strategic alignment to join the ACT Implementers Network as an implementation partner, and how we can co-design pilots to implement such innovations and build strong evidence-based use-cases of using technology in low-resource settings.

CHECKLIST

- Share your calendar availability with ACT team for scheduling the meeting.
- Add team members to the meeting relevant for the discussion.
- Based on the discussion, check for any next steps with ACT team.

PHASE 2: SOLUTION ALIGNMENT

OBJECTIVE: Partners will attend the technology showcases conducted by ACT team and will be asked to share their initial alignment with the solutions(s) with their respective healthcare settings.

YOUR INPUTS REQUIRED

- Presence for the online meeting with relevant team members
- An in-depth discussion on the technology relevance, need and fit based on the pre-reads shared

SUPPORTING INFORMATION

- Pre-read on the technology innovation
- Resource requirement information

PROCESS DESCRIPTION

In this call, we will have the technology partner showcase their solution to the wide network of implementers. A few broader and important areas we will cover include the problem statement, resources needed to implement the solution, possible impact it can achieve through deployment and the support you might need through this implementation. Through an interactive session, we will attend to all queries you might have about the technology use case. Through a Google form at the end of the call, we will gauge your interest and need for this solution in your organization and connect with you based on your response.

KEY OUTCOMES

- Introduction of the technology solution to all the partners
- Have a deeper understanding and fit on the alignment of the solution for the partners, and to assess any possible partnership to implement this innovation
- For the implementing partner to clarify any questions they might have on the technology usage and innovation

CHECKLIST

- Review the pre-read before the call
- Adding relevant team members for the call (on-ground implementation teams)
- Fill out the Partner Profile information form ([Link](#)) for us to have visibility on the partner's objectives, programs and resources.

PHASE 3: PILOT PLANNING & DESIGN

OBJECTIVE: A series of planning conversations will be conducted between the partner, ACT team, and Technology team to understand the need for the solution in-depth and co-design the pilot for further contracting.

IMPORTANT INPUTS

- Pilot readiness and planning
- Details on outcomes, operational plan, resource allocation, pilot location and timelines

PROCESS DESCRIPTION

In these series of calls, we hope to establish more clarity on the use-case of the technology which could not be covered in the technology showcase. Think of this as the space where all your queries can be addressed. Once both partners have reached a good level of understanding and consensus on the need and fit for the solution, we will co-design the implementation process with you and the technology partner, where we will plan how the implementation could look like:

1. Possible locations and community groups it will serve
2. What are your expectations and envisioned impact you hope to achieve
3. Availability of resources and readiness to implement and terms on training
4. The timeframe on when it can begin and the duration of engagement

KEY OUTCOMES

- Clarity on the roles and responsibilities of all the partners engaged
- Important metrics of impact that will be tracked during the course of the engagement
- Establishing support that will be provided by each of the partners
- Confirmation of resource allocation for deploying the innovation
- An MoU to make our partnership official with the agreed terms

CHECKLIST

- Readiness with information on resource availability and timelines
- Doubts and Queries on the roles and responsibilities of all partners are to be noted and clarified
- Provide active support during the MoU signing process specific to the pilot

PHASE 4: PILOT EXECUTION

OBJECTIVE: Post contract signing, the solution will be deployed / installed at the pilot location, and the partner will drive the integration of the solution with the program, and provide continuous feedback.

IMPORTANT INPUTS

- Integration of innovation with the current programs in your work
- Regular feedback on the effectiveness, efficiency, and experience of implementing the innovation

PROCESS DESCRIPTION

Once the innovation is delivered and deployed in your location, we would like to see the effectiveness, efficiency and impact it adds to your current work. We will understand this through regular cadences and data collection based on an M&E framework ([Reference Framework Link](#)). We will also like to know if the technology finds a good fit in your setting, any problems you face with the technology and the feedback on what could be done better to improve outcomes in a resource setting like yours. We will also understand the type of support and additional resources that may be required during the implementation phase and support to the extent we can.

KEY OUTCOMES

- Ensuring smooth deployment of the solution on the ground
- Regular interactions to understand any roadblocks
- Collection of any feedback, as relevant, for the innovation towards improved health outcomes

CHECKLIST

- Participation in regular cadence calls either monthly or quarterly, as agreed upon
- Regularly filling our data collection forms for larger M&E tracking

PHASE 5: IMPACT EVALUATION

OBJECTIVE: Partner will provide regular feedback data as per the impact evaluation framework co-designed during the pilot planning. This data will be collected at agreed frequency throughout the implementation.

YOUR INPUTS REQUIRED

- Reports on deployment use-case
- Important data-points
- Case studies for larger cross-learning

SUPPORTING INFORMATION

- Quarterly reports
- Impact stories
- Baseline - Midline - Endline

PROCESS DESCRIPTION

ACT aims to understand how the deployment of the device has added value to your work. We aim to measure this using a few M&E metrics. Through this, we will capture a few important data points and use a baseline, midline and end-line to measure the effectiveness of the solution. This information will largely be collected to examine if there have been changes in the effectiveness, efficiency and sustainability in the course of your work.

KEY OUTCOMES

- Develop a strong use-case for that innovation in a resource setting like yours
- Showcase possible case studies on the impact
- Enable cross-learning to organisations with similar work settings
- Develop strong data points on the efficiency, effectiveness and impact and therefore build a case for necessary deployment across other boards

CHECKLIST

- Attending cadence calls regularly to share important insights and feedback
- Submitting relevant periodic reports on efficiency and impact
- Share any valuable case studies that can be used in our social media platforms and for larger ecosystem to learn from your experiences

PHASE 6: PILOT SHOWCASE

OBJECTIVE: Pilot showcase marks the completion of the pilot. Partner will showcase the results & impact stories captured during the pilot and future plans to sustain and scale the solution.

YOUR INPUTS REQUIRED

- Project closure formalities
- Participate in sharing anecdotes from the partnership
- Plans on sustainability of the deployment

PROCESS DESCRIPTION

As we have reached the end of implementation, we will be interested to understand the overall impact this innovation has caused in your organisation. We are interested to know what efforts will be taken from your side to keep it sustainable. We will also collect relevant photos and impact stories to showcase our intervention and impact on the larger ecosystem. Through this, we will want to understand important learnings and feedback that can be helpful for disseminating to the larger ecosystem.

KEY OUTCOMES

- Establish a clear case study on the impact of the innovation in your care setting
- Feedback on the partnership and how we can facilitate such processes for other partners in improved manner
- Closure of any pending formalities like reports, agreements

CHECKLIST

- Project closure documents
- Final M&E report with media items like images, videos, etc



*If you are willing to be a part of this network, please write to us
at arnab.barua@sattva.co.in / divya@actgrants.in*

THANK YOU FOR JOINING THE IMPLEMENTERS NETWORK

*We hope to have an enriching journey of collaboration
and co-creation with all our partners.*